

## Message Text

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13

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
----- 077201

R 210330Z AUG 76  
FM AMEMBASSY SEOUL  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8977

UNCLAS SEOUL 6516

E.O. 11652: N/A

TAGS: BEXP, KS

SUBJECT: FOREIGN BUYERS PROGRAM: WTDR/FTI - KYUNG WON MACHINERY  
CO., LTD.

REF: A. 10FAM 316.4B  
B. SEOUL 6063

THI REPORT IS BEING SUBMITTED IN COMPLIANCE WITH REFERENCED  
10FAM INSTRUCTION SINCE CHAIRMAN OF SUBJECT FIRM PLANS TO VISIT  
1976 INTERNATIONAL MACHINE TOOL SHOW IN CHICAGO.

1. KOREA
2. CNTRY CODE: 580
3. SER NO.:
4. KYUNG WON MACHINERY CO., LTD.
- 4A.
- 4B. CODE: A
- 4C. CODE: X
5. K.P.O. BOX 387; 11-26 KWANIHOL-DONG, CHONGNO-KU
6. SEOUL 110, KOREA
7. ESTABL: 1970
8. EMPL: 560
9. SIZE: (20-X) MEDIUM
10. REPUTATION: (22-X) GOOD
11. SELLS ITS PRODUCTS TO DOMESTIC MARKET.
12. RPT DATE: 08-76
- 13A. 35852/0 MFT. OF AIR CONDITIONERS.
- 13B. 35853/0 MFT. OF COMMERCIAL REFRIGERATION EQUIPMENT.

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13C. 35631/0 MFR. OF AIR COMPRESSORS.

13D. 34692/5 IMP. OF METAL STAMPINGS, N.E.C.

13E. 35451/5 IMP. OF SMALL CUTTING TOOLS FOR MACHINE TOOLS  
AND METALWORKING MACHINERY.

13F. 33300/5 IMP. OF NONFERROUS METALS.

13G. 99980/5 IMP. OF METAL SCRAP.

14. CONTACT: WON YUN-HI TITLE: CHAIRMAN

15. CABLE: KMCWON

16. TELEX: NA

17. TELEPHONE: 75-7751

18. FINANCIAL REFS: CHO-HEUNG BANK (SOKONG-DONG BRANCH),  
50-5 SKONG-DONG, CHUNG-KU, SEOUL 100.

19. TRADE REFS: COPELAND CORP., SYDNEY, OH.

20. FIRM HAS CONCLUDED TECHNICAL KNOW-HOW LICENSING AGREEMENT  
WITH HITACHI LTD., TOKYO, JAPAN, FOR MANUFACTURE OF AIR COMPRES-  
SORS (ACQ. 1972).

21. FIRM, KOREA'S LEADING MANUFACTURER OF ITS PRODUCT LINE,  
IS JOINT VENTURE BETWEEN SAE-KI REFRIGERATION CO., LTD.  
(WTDR 08-76) AND IWATA AIR COMPRESSOR MFG. CO., LTD. OF JAPAN  
(49 PCT). IT OWNS AND OPERATES PLANT IN PUCHON (222-22 NAENG-  
\$9,&, PUCHON CITY, KYONGGI PROVINCE), WHICH OCCUPIES 198,000  
SQ. FT. OF FLOOR SPACE ON 540,000 SQ. FT. SITE. PLANT HAS  
MONTHLY PRODUCTION CAPACITY OF 300 AIR CONDITIONERS, 150 REFRI-  
GERATION, UNITS AND 500 AIR COMPRESSORS. FOR YEAR ENDING MARCH  
1976, FIRM PRODUCED 1,500 (WORTH \$928,000) AIR CONDITIONERS;  
1,000 (\$3.1 MILLION) REFRIGERATION UNITS; 3,000 (\$412,000)  
AIR COMPRESSORS. NET SALES FOR YEAR ENDING MARCH 1976 IS  
\$4,954,000, AS COMPARED WITH \$5,134,000 RECORDED FOR YEAR ENDING  
MARCH 1975.

FIRM IS LICENSED TRADER AND REGISTERED OFFER AGENT, OFFICIAL  
STATU REQUIRED IN KOREA TO HANDLE EXPORTS AND IMPORTS DIRECTLY.  
DURING PAST 12-MONTHS, FIRM CLAIMS TO HAVE IMPORTED, \$1.1  
MILLION WORTH OF SPARE PARTS, MACHINE TOOLS, NONFERROUS METALS,  
INCLUDING \$600,000 WORTH OF GAS COMPRESSORS, AUTOMATIC CONTRO-  
LLERS, ETC. FROM U.S. SOURCES.

REGISTERED AS JOINT-STOCK COMPANY, FIRM HAS PAID-IN CAPITAL OF  
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\$247,000 (485 WON EQUAL \$1.00). FIRM'S FINANCIAL STATEMENT,  
AS OF 3/31/76, SHOWS (IN THOUSANDS OF US DOLLARS): AS OF 3/31/76,  
SHOWS (IN THOUSANDS OF US DOLLARS): CURRENT ASSETS, 4,491;  
FIXED ASSETS, 892; TOTAL ASSETS, 5,509; CURRENT LIABILITIES,  
2,883; FIXED LIABILITIES, 1,244; NET WORTH, 970; AND NET  
PROFIT FOR YEAR ENDING MARCH 1976, 365.

FIRM'S CURRENT RATIO IS 1.6 AND CURRENT LIABILITIES RATIO IS  
3.0. KOREAN ELECTRICAL APPLIANCES AND HOUSEWARE INDUSTRY'S

AVERAGE ABOVE RATIOS ARE 1.2 AND 2.0, RESPECTIVELY. FIRM'S FINANCIAL STANDING IS BELOW AVERAGE FOR KOREAN ELECTRICAL APPLIANCES AND HOUSEWARE INDUSTRY. FIRM IS AFFILIATED WITH (1) SEI-KI REFRIGERATION CO., LTD. (WTDR 08-76), A MFR. OF ROOM COOLERS, REFRIGERATION EQUIPMENT AND OIL FIRED HEATERS. SEI-KI MARKETS SUBJECT FIRM'S PRODUCTS AS WELL AS THEIR OWN. CHARIMAN WON YUN-HI (AGE 48) ALSO SERVES AS CHAIRMAN OF ABOVE AFFILIATE. FIRM ENJOYS GOOD REPUTATION IN BOTH LOCAL BANKING AND BUSINESS CIRCLES. POST RECOMMENDS FIRM AS TRADE CONTACT FOR INTERESTED U.S. FIRMS.

22. PREPARED BY: C.N. HONG APPROVED BY: J.D. BINDENAGEL  
AT: AMEMBASSY, SEOUL  
SNEIDER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 21 AUG 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Drafter:** n/a  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN BUYERS PROGRAM: WTDR/FTI - KYUNG WON MACHINERY CO., LTD.  
**TAGS:** BEXP, KS  
**To:** COM  
**Type:** TE  
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